

Boost for K2

K2 fabricator, Premier Conservatory Supplies, is proof that all the talk about changing market conditions and customer needs is true.

Peter Gray, managing director of Premier, comments: "We introduced K2's orangery system last March. Initially I saw it as an opportunity to offer something different from my competitors, but it became apparent that there was significant interest from the homeowner market."



Although orangery kits orders do not come in the same volumes as standard conservatory roofs, the benefits are immediately visible, with an average order value that range from £2,000 to over £15,000.

Peter adds: "Fitters love the K2 system, as it is easy to install with no specialist tools."

With over 30 orangery kits sold already nationally, national sales manager, Andrew Buglass, is confident that they will see more orders coming through. Premier are currently selling 100% Rio styles (flat roof) as they found that these were the most in demand. "Our order book was near enough to 50/50 conservatory vs orangery kits towards the end of 2012 with 15-20% of our turnover generated by K2's orangery kit; we are aiming to double this in 2013," says Peter.

Innovative gutter thinking

Synseal's box gutter has been carefully designed to help eradicate many of the issues associated with other roof systems.

The Global box gutter is twin skinned and insulated therefore helping to reduce the effects of condensation.

The double skin construction also increases strength and reduces sound pollution through the gutter, improving comfort for the homeowner.

"We know that the Global conservatory roof system can stand up to the most extreme weather conditions because it has been independently tested, and the results far exceeded expectations," David Leng, Synseal's chief executive explains.

Unusually for a gutter, the Global box gutter can be mounted using a special fixing plate, which means no holes are drilled through it. This eliminates the potential for leaks.



Furthermore, the large 205mm wide design accommodates the extreme rainfall that is becoming increasingly common in the UK.

Double box gutters are also available for even higher capacity (which also provides a sensible solution for 'back-to-back' adjacent roof

installations).

Finally, long-term drainage issues caused by trapped leaves and debris is dramatically reduced. This is thanks to the absence of internal support braces, and the dedicated side and under claddings are matched perfectly with the other roof claddings.

BI-FOLDING SUPPORT PACKAGE

Prefix Systems has now put together the perfect package for companies looking to install bi-folding doors in conservatories with the launch of the Smart Systems Visofold 1000.

The Smart Systems range of aluminium products are now being fabricated and while the most popular colour is white, Prefix Systems can offer any RAL colour, dual colour or woodgrain effect for the entire range.

The Visofold 1000 doors fold away to offer a near 100% opening aperture, helping maximise space, while the sashes slide effortlessly on specially engineered stainless steel rollers for lasting performance. The doors offer peace of mind with high security multipoint locking on master doors and shoot bolt locking on sliding sashes.

There's a choice of opening configuration

including open in, or open out and a number of threshold options including a low-threshold and an option for a recess threshold in a channel for unimpeded access.

Conservatories can be opened up using bi-span from Prefix Systems for added structural stability and this has proven to be a far more cost effective means of supporting large

openings. Prefix can now offer a roof, bi-span support product and a bi-folding door in a single kit.

Chris Baron, director of Prefix Systems comments: "The introduction of aluminium bi-folding doors to our product range is an important development. We can now offer a one-stop shop for conservatory installers."



IN BRIEF

CLIMATE GROWTH

Climate, the conservatory roof division of the Glass Systems Group, has announced that in 2012 it increased sales by 40% compared to 2011.

Climate has reported year on year growth since its formation, and the good news coincides with the recent Palmer Report, which assessed the current state of the conservatory market. The report stated that although conservatory installations are down, the value of conservatories is increasing as homeowners invest in bigger conservatories that use more costly materials such as timber frames and glass roofs, instead of polycarbonate.

Alan Atkinson, managing director of Climate, comments: "One of the reasons conservatory values are increasing is homeowners are frequently choosing glass roofs over polycarbonate due to benefits such as increased noise reduction and good thermal insulation – and this is reflected in our 40% growth. With the downturn in the housing market, a conservatory is a lower cost alternative to increasing living space compared to moving house. As a result, conservatories are seen as an investment so homeowners want a room they can use all year round, and Climate glass can help them achieve this."

Climate has experienced growth over the past months, with significant investments in machinery at the Port Talbot based factory. This has allowed the company to increase its capacity to over 3,000 sealed units per week. Alan believes that the trend of expensive conservatories will provide even more selling opportunities for fabricators and installers. "With glass conservatory roofs set to become even more popular, fabricators and installers can easily sell the benefits of the Climate range to homeowners, and because each one provides its own individual advantages there is a glass to suit every preference," Alan concludes.